

APPENDIX 4

APPENDIX 4

DEPOSITION OF SCOTT D. HANSON (December 29, 2011)

<i>e</i>Plus Affirmative Designation	Lawson Fairness Designations/ Summaries	<i>e</i>Plus Objections to Lawson Fairness Designations	<i>e</i>Plus Objections to Lawson Fairness Summaries
9:9 - 9:16	16:11 - 16:18		
11:21 - 12:3	17:7 - 17:10	106 (incomplete designation; question only)	
12:15 - 16:10	20:5 - 20:6		
18:6 - 19:6	20:8 - 20:9		
21:14 - 21:22	30:12 - 30:17	LR 30(F); 401/402; 403 (exchange between counsel only)	
22:4 - 22:11	30:21 - 31:4		
24:12 - 24:14	32:4 - 32:9		Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
24:17 - 24:21	38:7 - 38:9		
25:18 - 27:2	38:14 - 38:19		
28:9 - 28:11	41:12 - 41:21		
28:19 - 29:5	42:3 - 42:5		
30:1 - 30:11	42:7 - 42:8		
30:18 - 30:19	42:11 - 42:13		
40:15 - 41:5	43:1 - 43:2		
45:15 - 45:17	43:4 - 43:5		
46:19 - 47:7	43:7 - 43:8		
47:10	43:11		
47:12 - 47:14	53:7 - 53:8	LR 30(F)	
48:7 - 48:10	53:16 - 53:18	LR 30(F)	
50:14 - 50:18	54:8 - 54:12		
52:6 - 52:17	54:20 - 55:4		
52:20	55:7 - 55:9		
52:22	55:11 - 55:14		
53:2 - 53:3	56:6 - 56:7	LR 30(F)	
53:5 - 53:6	57:10 - 57:12	401/402/403 (cumulative)	

APPENDIX 4**Scott D. Hanson (Dec. 29, 2011)****ePlus Objections to Lawson Fairness Designations and Summaries**

ePlus Affirmative Designation	Lawson Fairness Designations/ Summaries	ePlus Objections to Lawson Fairness Designations	ePlus Objections to Lawson Fairness Summaries
53:9 - 53:10	57:15 - 57:16	401/402/403 (cumulative)	
53:12 - 53:15	57:18 - 58:3	401/402/403 (cumulative)	
53:19 - 53:20	58:6 - 58:7	401/402/403 (cumulative)	
54:3 - 54:7	58:9 - 58:16		
55:18 - 56:5	61:8 - 61:11		Incomplete summary; witness established in earlier testimony that SWAT Team scope of services was offered to clients and varied by client
56:8 - 56:9	61:14 - 61:15		
61:17 - 61:21	64:11 - 64:12	LR 30(F)	
63:18 - 64:1	64:22 - 65:2	LR 30(F)	
64:6 - 64:10	65:12 - 66:1		
64:13	66:8 - 66:11	LR 30(F)	
64:20 - 64:21	67:6 - 67:9	LR 30(F)	
65:3	67:14 - 67:15	LR 30(F)	
65:5 - 65:11	69:2 - 69:5		
66:2 - 66:7	69:22 - 70:1	LR 30(F)	
66:12	71:8 - 71:9	LR 30(F)	
67:3 - 67:5	72:7 - 72:13		
67:10 - 67:11	73:15 - 73:18		
67:13	73:21		
67:16	74:5 - 75:7		
67:18 - 68:7	75:12 - 75:13	LR 30(F)	
68:16 - 69:1	77:2 - 77:3	LR 30(F)	
69:6 - 69:21	77:15 - 77:19		Incomplete summary; witness testified immediately afterward that installation typically takes about one hour
70:2 - 70:5	77:22 - 78:1		
70:7 - 70:17	80:16 - 80:20	LR 30(F)	
71:5 - 71:7	81:4 - 81:5	LR 30(F)	
71:12	81:10 - 81:13	LR 30(F)	
75:8 - 75:11	81:16 - 82:4		
75:14	82:16 - 82:17	LR 30(F)	
76:20 - 77:1	84:21 - 84:22	LR 30(F)	
77:4 - 77:7	85:9 - 85:11	LR 30(F)	

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77:9 - 77:14	86:9 - 86:10	LR 30(F)	
78:3 - 78:6	86:13 - 86:15	401/402; 403 (confusion of the issues)	
80:13 - 80:15	87:14 - 87:15	LR 30(F)	
80:21 - 80:22	88:15 - 88:16	LR 30(F)	
81:2 - 81:3	89:19 - 89:21	LR 30(F)	
81:6 - 81:7	90:6 - 90:10	401/402/403 (cumulative)	
81:9	91:11 - 91:15	LR 30(F)	
81:14	91:21 - 92:1	LR 30(F)	
82:13 - 82:15	93:12 - 93:20		
82:18	95:9 - 95:12		
84:18 - 84:20	95:15 - 95:17		
85:1	95:19 - 96:6		Incomplete summary; witness testified that phone conversations with clients not accounted for in these documents
85:3 - 85:8	98:3 - 98:11		
85:12	98:15 - 98:16		
86:6 - 86:8	98:18 - 98:19		
86:11	98:22		
86:16 - 86:19	99:2 - 99:3		
87:12 - 87:13	99:5 - 99:8	401/402/403 (cumulative)	
87:16 - 87:17	101:14 - 101:22	LR 30(F); 403 (waste of time; exhibit is established afterwards)	
88:10 - 88:14	102:5 - 102:6	LR 30(F)	
88:17	105:1 - 105:2	LR 30(F)	
89:16 - 89:18	107:15 - 107:17	LR 30(F)	
89:22 - 90:4	111:16 - 111:19	401/402/403 (confusion of the issues; witness subsequently testified that he was unaware of which clients continued running RSS)	Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction

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91:4 - 91:10	111:21 - 112:3	401/402/403 (confusion of the issues; witness subsequently testified that he was unaware of which clients continued running RSS)	Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
91:16	114:5 - 114:6	LR 30(F)	
91:18 - 91:20	115:16 - 115:18	LR 30(F)	
92:2	122:19 - 122:20		
101:8 - 101:10	123:2		
102:2 - 102:4	124:12 - 124:13	LR 30(F)	
102:7	126:17 - 126:19	401/402/403 (confusion of the issues; witness previously testified that only one Lawson client used the full eight hours of consulting time)	Incomplete summary; 240 customers took advantage of some free consulting time, not necessarily the full eight hours
102:9 - 102:11	126:22	401/402/403 (confusion of the issues; witness previously testified that only one Lawson client used the full eight hours of consulting time)	Incomplete summary; 240 customers took advantage of some free consulting time, not necessarily the full eight hours
102:18 - 103:2	127:18 - 127:20	LR 30(F)	
103:10 - 103:12	128:19 - 128:20	LR 30(F)	
104:3 - 104:22	130:3	LR 30(F)	
105:5 - 105:8	130:11	LR 30(F)	
105:10 - 105:18	130:14 - 130:17	106	Incomplete summary; witness subsequently testified that Lawson is able to access client systems, while providing services
106:4 - 106:10	133:15 - 133:16		Incomplete summary; witness testified that customers were told they had to transition to RQC when clients "brought it up"
106:13	133:19 - 133:22		Incomplete summary; witness testified that customers were told they had to transition to RQC when clients "brought it up"

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106:19 - 107:14	134:2 - 134:6		Incomplete summary; witness testified that customers were told they had to transition to RQC when clients "brought it up"
107:18	136:10 - 136:22		
110:22 - 111:15	137:9 - 137:10	LR 30(F)	
113:3 - 114:4	137:16 - 137:17	LR 30(F)	
114:16 - 114:19	138:1 - 138:5		
115:7 - 115:15	138:8 - 138:15		
115:19 - 115:20	138:17 - 139:6		
122:1 - 122:13	139:9 - 140:1		
123:18 - 124:11	140:13 - 140:16	802 (response is hearsay when proffered by Lawson)	Incomplete summary; witness was unaware of whether anyone on RQC SWAT team made such a representation
124:16 - 124:17	142:17	LR 30(F)	
127:16 - 127:17	143:5 - 143:9	LR 30(F)	
127:21	143:18 - 143:19	LR 30(F)	
128:10 - 128:18	144:7 - 144:9		Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
128:21 - 128:22	144:17 - 144:21		Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
129:17 - 130:2	145:1 - 145:3	401/402/403 (cumulative)	Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction

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130:4	145:6 - 145:7	401/402/403 (cumulative)	Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
130:7 - 130:10	145:9 - 145:11	401/402/403 (confusion of the issues; witness subsequently testified that he was unaware of which clients continued running RSS)	
130:12	145:17	401/402/403 (confusion of the issues; witness subsequently testified that he was unaware of which clients continued running RSS)	
133:10 - 133:14	148:1 - 148:2	LR 30(F)	
134:7 - 135:13	148:7 - 148:8	LR 30(F)	
135:16 - 135:17	150:16 - 150:17	LR 30(F)	
135:19 - 136:9	153:11 - 153:13		Mischaracterizes testimony; witness does not say that a consultant would typically both download and install the product, testimony relates to communications on this subject
137:4 - 137:8	153:16 - 154:4		Mischaracterizes testimony; witness does not say that a consultant would typically both download and install the product, testimony relates to communications on this subject
137:4 - 137:8	154:6 - 154:8		
137:11 - 137:12	154:6 - 154:8		
137:14 - 137:15	154:11 - 154:12		
137:18	154:20 - 155:11		
141:13 - 142:7	155:14 - 155:19		
142:13 - 142:16	155:21 - 156:2		
142:18	156:5 - 156:8		

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142:20 - 142:22	156:18 - 157:14		Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
143:13 - 143:14	157:16 - 158:1	401/402/403 (cumulative)	Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
143:16 - 143:17	158:21 - 159:1	LR 30(F)	
143:20	160:13 - 160:17		Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
147:6 - 147:22	160:22 - 161:5		Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
148:3	161:17	LR 30(F)	
148:5 - 148:6	162:22 - 163:1	LR 30(F)	
148:9	163:12 - 163:17	401/402/403 (confusion of the issues; witness testified immediately before and after that he was unable to tell whether clients requesting service had RSS	Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
148:11 - 148:14	163:21 - 163:22	LR 30(F)	
150:13 - 150:15	164:4 - 164:5	LR 30(F)	
150:18	164:12 - 164:15	LR 30(F)	
150:20 - 150:21	165:2 - 165:15		Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction

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156:10 - 156:13	165:22 - 166:2	401/402/403 (confusion of the issues; witness testified immediately before and after that he was unable to tell whether clients requesting service had RSS	Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
156:16	166:5 - 166:6		Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
158:18 - 158:20	169:17 - 169:18	LR 30(F)	
159:2	170:8 - 170:9	LR 30(F)	
159:4 - 159:14	170:16		Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
161:13 - 161:16	170:19 - 170:22		Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
161:18 - 161:21	171:2		
162:1 - 162:3	171:4		
162:5 - 162:7	173:4 - 173:5	LR 30(F)	
162:17 - 162:21	173:10 - 173:11	LR 30(F)	
163:2 - 163:6	173:18 - 173:19	LR 30(F)	
163:8 - 163:11	174:1 - 174:4		Incomplete summary; witness subsequently testified that Lawson is able to access client systems, while providing services
163:18 - 163:20	175:18 - 175:20	LR 30(F)	
164:1	176:5	LR 30(F)	
164:3	176:7 - 176:8	LR 30(F)	
164:6 - 164:7	176:15	LR 30(F)	

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164:9 - 164:11	177:16 - 177:19	401/402/403 (cumulative)	Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
164:16	178:1	401/402/403 (cumulative)	Incomplete summary; Mischaracterizes testimony; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
169:13 - 169:16	179:4 - 179:11	LR 30(F)	Incomplete summary; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
169:19 - 169:20	180:10 - 180:12		Incomplete summary; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
170:4 - 170:7	180:18 - 181:3		Incomplete summary; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
170:10	181:8 - 181:9	LR 30(F)	
170:12 - 170:15	186:11 - 188:3	LR 30(F); 401/402; 403 (waste of time; exchange between counsel only)	
172:12 - 173:3	193:4 - 193:15		Incomplete summary; witness testified repeatedly that he was unaware of how clients were conducting procurement activities after the injunction
173:6	194:12 - 195:21	LR 30(F); 401/402; 403 (waste of time; exchange between counsel only)	
173:8 - 173:9	196:6 - 196:8	LR 30(F)	
173:12 - 173:14	197:7 - 197:9	LR 30(F)	
173:16 - 173:17	200:15 - 200:18	LR 30(F)	

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173:20 - 173:21	201:3 - 201:5	LR 30(F)	
175:4 - 175:7	202:10 - 202:14	LR 30(F)	
175:10 - 175:17	203:22 - 204:3	LR 30(F)	
175:21	205:2 - 205:9	LR 30(F)	
176:1 - 176:4	205:16 - 205:18	LR 30(F)	
176:6	206:4	LR 30(F)	
176:11 - 176:14	206:7 - 206:9	LR 30(F)	
176:16 - 176:18	208:1 - 208:3	LR 30(F)	
179:20 - 179:22	208:8 - 208:10	LR 30(F)	
180:3 - 180:8	208:19 - 208:21	LR 30(F)	
181:5 - 181:7	209:22 - 210:5	LR 30(F)	
181:10	210:20 - 210:22		
184:2 - 184:6	211:9 - 211:20		
184:11 - 185:18	212:15 - 212:16	LR 30(F)	
186:1 - 186:10	213:22 - 214:1	LR 30(F)	
188:6 - 188:9	218:12	LR 30(F)	
188:11 - 188:18	218:15	LR 30(F)	
193:16 - 194:8	219:3 - 219:5	LR 30(F)	
196:1 - 196:4	219:9	LR 30(F)	
196:15 - 196:16	221:1	LR 30(F)	
196:21 - 197:6	221:7	LR 30(F)	
197:10 - 197:11	221:19	LR 30(F)	
197:13 - 198:2	222:18 - 222:22	401/402/403 (cumulative)	
198:12 - 198:13	223:3 - 223:7	401/402/403 (cumulative)	
198:15	223:22 - 224:5		
198:17 - 199:9	224:15 - 224:16	LR 30(F)	
200:13 - 200:14	225:12 - 225:17		
200:19 - 200:20	226:19 - 227:19		Incomplete summary; witness testified on basis of lapse of time on spreadsheet, repeatedly testified that testing outside the scope of RQC SWAT team services
200:22 - 201:2	227:22 - 228:4		
201:14 - 201:17	228:6 - 228:12		

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201:19 - 202:9	229:1 - 229:3	401/402/403 (waste of time; witness proffered incomplete response to question)	
202:15 - 202:16	229:6 - 229:9	401/402/403 (waste of time; witness proffered incomplete response to question)	
202:18 - 203:1	229:11 - 229:12	401/402/403 (waste of time; witness proffered incomplete response to question)	
203:11 - 203:21	229:19 - 230:2	401/402/403 (waste of time; witness proffered incomplete response to question)	Incomplete summary; witness testimony related to security
204:6 - 204:8	231:20 - 232:6		
204:10 - 205:1	232:14 - 232:21		
205:14 - 205:15	240:16 - 241:7		
205:19 - 205:22	248:1 - 248:13	401/402/403 (cumulative; witness testified earlier that he was aware that clients had installed RQC on a production server)	
206:2 - 206:3	253:10 - 253:15	LR 30(F); 106 (incomplete designation)	
206:6	254:4 - 254:9	LR 30(F)	
206:10 - 206:11	254:18 - 255:2	LR 30(F)	
206:13 - 207:22	255:8 - 255:9	LR 30(F)	
208:4 - 208:5	266:18 - 266:19		Mischaracterizes testimony; witness specifically refused to attest to PacSun's nervous state
208:7	266:21 - 266:22		Mischaracterizes testimony; witness specifically refused to attest to PacSun's nervous state
208:11	267:15 - 267:22		Mischaracterizes testimony; witness does not state that installation for RQC is not necessarily extremely easy "for anyone"
208:13 - 208:18	268:3 - 268:5		

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208:22	270:12 - 270:13	LR 30(F)	
209:2 - 209:21	270:1 - 270:2	LR 30(F)	
210:6 - 210:12	272:15 - 273:3		
211:22 - 212:4	275:8 - 275:10	106 (incomplete designation)	Incomplete summary; witness gave conflicting testimony on whether conversion was needed as between RSS and RQC
212:12 - 212:14	275:13 - 275:15	106 (incomplete designation)	
212:17	276:2 - 276:4		
213:17 - 213:21	276:12 - 276:15		
214:2	276:17		
218:2 - 218:4	277:1 - 277:7		
218:6 - 218:11	280:22	LR 30(F)	
218:18 - 218:20	281:7 - 281:13	LR 30(F)	
218:22 - 219:2	283:21 - 284:2	LR 30(F)	
219:7 - 219:8	284:16 - 284:17		
219:10 - 219:11	284:20 - 285:1		
219:13 - 220:13	285:3 - 285:8		Mischaracterizes testimony; witness only states that client was outside of the US, not from the U.K.
220:15 - 220:22	285:11 - 285:16		
221:2 - 221:3	287:18 - 287:20	LR 30(F)	
221:5 - 221:6	291:16 - 291:17	LR 30(F)	
221:8	292:20 - 292:22	401/402/403 (cumulative)	
221:10 - 221:18	293:3	401/402/403 (cumulative)	
221:20 - 222:4	293:5 - 293:12	401/402/403 (cumulative)	
222:6 - 222:17	293:20 - 294:3	LR 30(F)	
223:9 - 223:21	299:19 - 299:22	401/402/403 (cumulative; witness testified immediately afterward that Lawson is aware that both RQC and RSS are available on the client server)	

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224:6 - 224:14	300:4 - 300:7	401/402/403 (cumulative; witness testified immediately afterward that Lawson is aware that both RQC and RSS are available on the client server)	
224:17 - 224:18	300:9 - 300:16	401/402/403 (cumulative; witness testified immediately afterward that Lawson is aware that both RQC and RSS are available on the client server)	
224:20 - 225:11	303:4 - 303:5		
225:18 - 226:18	303:8		
228:16 - 228:22	303:10 - 303:13		Incomplete summary; witness stated in document that training, if needed at all, would be minimal
230:14 - 230:17	303:16 - 303:18		
230:22 - 231:19	303:20 - 304:7		
233:15 - 234:10	304:10 - 304:11		
234:15 - 234:17	321:18 - 321:19		Incomplete summary; witness unable to name a single client that experienced such morale issues
234:22 - 235:7	321:22 - 322:2		Incomplete summary; witness unable to name a single client that experienced such morale issues
235:14 - 235:19	322:4 - 322:8	802 (testimony is hearsay when proffered by Lawson)	
235:22 - 236:1	329:16 - 330:2	802 (testimony is hearsay when proffered by Lawson)	
238:4 - 238:7	330:15 - 331:12		
241:8 - 242:7	332:13 - 332:18	802 (testimony is hearsay when proffered by Lawson)	
244:3 - 244:22	334:5 - 334:6	LR 30(F)	
245:5 - 246:5	334:10		
252:16 - 252:18	334:12 - 334:16		
253:1 - 253:9	338:14 - 338:16	LR 30(F)	

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254:10			
254:12 - 254:17			
255:3			
255:5 - 255:7			
255:10 - 255:13			
255:18 - 256:2			
258:22 - 259:13			
261:16 - 261:18			
262:1 - 262:6			
262:14 - 262:15			
262:18			
262:20 - 263:2			
263:4 - 263:5			
265:14 - 265:16			
265:21 - 266:17			
267:2 - 267:14			
269:5 - 269:7			
269:12 - 270:11			
270:14 - 270:16			
270:18 - 271:22			
272:3 - 272:5			
274:6 - 275:7			
278:9 - 279:2			
279:4 - 279:6			
279:11 - 280:2			
280:6 - 280:21			
281:1 - 281:2			
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281:14 - 281:15			
281:18 - 281:20			
282:3 - 282:11			
282:22 - 283:20			
284:3 - 284:7			

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284:9 - 284:15			
285:18 - 285:19			
285:21 - 285:22			
286:2 - 286:7			
286:10 - 286:11			
287:4 - 287:17			
287:21 - 288:1			
290:18 - 290:20			
291:3 - 291:15			
291:18 - 291:19			
291:21 - 292:3			
292:10 - 292:19			
293:13 - 293:19			
294:20 - 295:8			
296:5 - 296:7			
296:12 - 296:17			
298:9 - 298:22			
299:4 - 299:7			
299:9 - 299:18			
300:17 - 300:19			
300:22			
301:3 - 301:5			
301:10 - 301:14			
302:8 - 303:3			
307:1 - 307:3			
307:8 - 308:5			
308:8			
308:17 - 308:22			
309:5 - 309:6			
311:19 - 312:2			
312:9 - 313:13			
313:16 - 313:17			
321:3 - 321:17			
322:9 - 322:10			
322:13			

APPENDIX 4**Scott D. Hanson (Dec. 29, 2011)*****e*Plus Objections to Lawson Fairness Designations and Summaries**

<i>e</i>Plus Affirmative Designation	Lawson Fairness Designations/ Summaries	<i>e</i>Plus Objections to Lawson Fairness Designations	<i>e</i>Plus Objections to Lawson Fairness Summaries
326:15 - 326:18			
329:12 - 329:15			
331:13 - 331:15			
331:20 - 332:12			
333:6 - 334:4			
334:7 - 334:8			
336:11 - 337:7			
337:9 - 337:11			
337:16 - 338:13			
338:18 - 339:13			
340:9 - 340:14			